

RESPONDING TO CLIENT NEEDS

Marcus & Millichap is pleased to honor the top performers nationwide for 1997. We are particularly proud of our Top Ten Investment Associates, who collectively brokered the sale of \$852 million of apartment and office properties, single-tenant properties,

shopping centers and senior housing facilities. Through hard work and dedication to the needs of their clients, these brokers responded to the challenges of 1997 by matching buyers and sellers more effectively than in any previous year in our 26-year history.

Front Row, Left to Right:

Douglas W. Froehlke
Ontario, California

Stanford W. Jones
Palo Alto, California

Alex Mogharebi
Top Investment Associate
Ontario, California

John P. Walsh
Encino, California

Andrew S. Plant
San Diego, California

Back Row, Left to Right:
Michael J. Pardoll
New York, New York

Steven Z. Regenstreif
Encino, California

Richard E. Tarrant
Fort Lee, New Jersey

Steven J. Seligman
Palo Alto, California

Mark E. Lucescu
Newport Beach, California

Marcus & Millichap

REAL ESTATE INVESTMENT BROKERAGE COMPANY



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